

Investment				
Income.....	343.4	316.5	1,315.3	1,184.3
Other Income				(4.7
(Charges).....	2.3	(1.0)	(.6))
Property and Casualty Income.....	676.6	594.8	2,235.3	2,025.7
CHUBB FINANCIAL SOLUTIONS				
NON-INSURANCE		(.2		(17.2
BUSINESS.....	1.0)		(6.2))
CORPORATE AND	(17.7	(33.5	(165.6	(158.5
OTHER.....))))
CONSOLIDATED OPERATING INCOME				
BEFORE INCOME				
TAX.....	659.9	561.1	2,063.5	1,850.0
Federal and Foreign Income				
Tax.....	166.9	140.1	485.3	447.6
CONSOLIDATED OPERATING				
INCOME.....	493.0	421.0	1,578.2	1,402.4
REALIZED INVESTMENT GAINS				
AFTER INCOME				
TAX.....	121.4	46.6	247.7	146.0
CONSOLIDATED NET				#####
INCOME.....	\$ 614.4	\$ 467.6	\$ 1,825.9	#
PROPERTY AND CASUALTY INVESTMENT				
INCOME AFTER INCOME				
TAX.....				#####
.....	\$ 275.5	\$ 253.5	\$ 1,055.9	#

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-----Original Message-----

From: Waid, William P (Bill)
Sent: Friday, June 16, 2006 10:47 AM
To: Haines, John K
Cc: Wachs, Lawrence C (Larry)
Subject: Re: Chubb Question

What are the annual revenues?

-----Original Message-----

From: Haines, John K
To: Waid, William P (Bill)
CC: Wachs, Lawrence C (Larry)
Sent: Fri Jun 16 09:32:45 2006
Subject: Chubb Question

Bill,

Chubb is inquiring again about an Enterprise Price but they want to know if this would include International. I have attached the quote for your review but I think that if they wanted to do an ELA then for this price we could grant them Global Rights. They may need more Dev Seats beyond the 10 so maybe we bump it to a 30 Pack.

Please let me know your thoughts.

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